



KEN FINK

Recipient of the 2006 Preston Hotchkis Distinguished Achievement Award

For Ken Fink, life insurance as a career was almost a given. His father, a career agent and one of the original M producers, had business cards printed for Ken when he was in 7th grade.

The cards read "Special Agent Kenny Fink."

While following in his father's footsteps, Ken found his mission – charitable service. He turned his vocation – estate planning – into his avocation and now devotes his professional life to helping his clients structure their estates to support charitable causes.

Early in his career, Ken pledged to raise one billion dollars for charity in his active lifetime. To date, charitable causes have received more than \$500 million through Ken's efforts and the generosity of his clients.

"I help my clients clarify and refine their life purpose," explained Ken. "Once they establish their family fundamentals, we essentially help them plan the destiny of their wealth to fulfill the mission."

According to Ken, the Talmudic dictum that one who gives charitably gains more than the recipient provides his motivation. "My mission to combine faith-based social solutions and a business approach to funding charities came to me while I was studying Jewish text, law and history in Jerusalem. I decided then and there to devote my life to this endeavor," he continued.



In his hometown of Minneapolis and in the life insurance industry, Ken is recognized as a formidable businessman. His engaging personality attracts an impressive clientele including members of congress, rabbis and some of America's most prominent families. As the president and CEO of Family Wealth Counselors and Tamar-Fink, Inc., Ken logs more than 100,000 miles each year making financial house calls in 20 cities across the states.

Yet, Ken's mission to serve the public guides him to people in all walks of life and income levels. Each gets the high level of care, attention and expertise that are the hallmarks of his business.

Ken has been a consistent and top producer with Pacific Life, according to Michelle Anderson, regional vice president of the Northern Midwest Regional Life Office. "Ken is painfully aware of his client's needs. He and his staff advocate for their clients through each step of the life insurance process."

(continued on next page)

(Leading Producer continued from previous page)

“Ken continually demonstrates excellence in his sales goals and commitment to the community. We are proud to honor him this year with our highest award,”

Rick Schindler, Senior Vice President of Marketing, Life Insurance Division.



“Ken’s staff is knowledgeable and professional,” Michelle continued. “They are heads and shoulders above the crowd and clearly they love their jobs and their boss.”

Ken’s passion for charitable works spills over into his personal life. He and his wife, Nicole, recently returned from a trip to Ghana, Africa where they spent two weeks working with the World Help Foundation, a non-profit organization devoted to providing safe water sanitation solutions to local villages.

“Nicole is a brilliant scientist who cares deeply about our world,” Ken said. “She has taught me the importance of balancing economic needs with the preservation of wildlife and the environment. We have traveled to the Amazon to see the effects of civilization’s encroachment on the ecosystem, to the Israeli desert to experience how difficult environmental decisions must be balanced with political and economic consequences.”

Nicole was living in Israel when she and Ken met. Ken convinced her to marry him and move to Minneapolis. It took more than three years and his best salesmanship.

“Nicole supports me on the roller coaster ride of the complex cases,” he continued. “She helps me to understand the emotional texture of the family systems and encourages me through the inevitable twist and turns that happen on the way to completing a family’s plan.”

A leader in the community, Ken contributes his time, energy and knowledge to a variety of faith-based orga-

nization including Aish HaTorah, Hasbara Fellowships, Kenneth Israel, Ohr Somayach, the Shalom Foundation and the Torah Academy. He also supports special programs for the Minnesota Zoo and is a board member of the Alzheimer’s Association of Minnesota.

As the winner of Pacific Life’s 2006 Distinguished Achievement Award, Ken received a \$5,000 grant to donate in his name to one of his charitable causes. Ken chose the Keneseth Israel Congregation as the recipient of the donation.

The Preston Hotchkis Distinguished Achievement Award was created by Preston Hotchkis who sat on the Pacific Life’s Board of Directors from 1945 to 1970. The award recognizes the life insurance producer who best personifies Pacific Life’s standards of excellence through high sales productions, dedication to the community and overall personal achievement.
